

# GENSURE™

Integrated Outside  
Plant solution





**GENSURE**  
INTEGRATED OUTSIDE PLANT



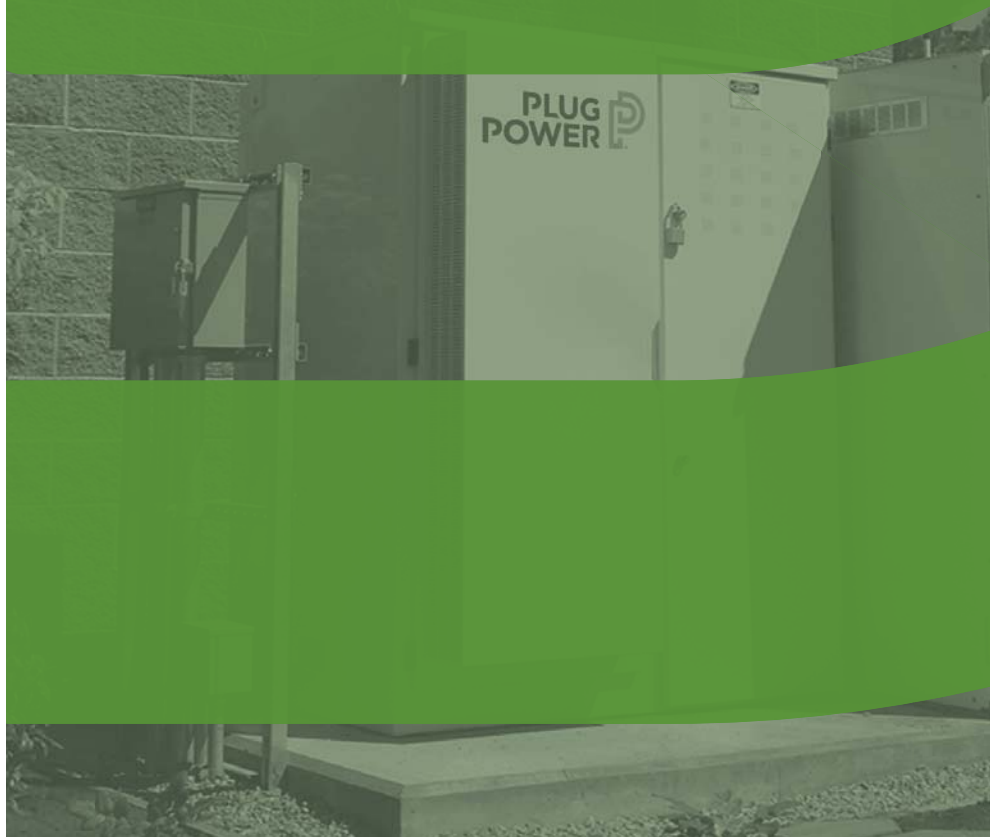
**GENSURE**  
E-2500 FUEL CELL SYSTEM



## **Tested. Proven. Rugged. Reliable.**

Plug Power's GenSure Integrated Outside Plant solution equips telecommunications customers with a reliable single cabinet solution for their network power and communications equipment, providing customers with a reduction in capital and operational expenses at each site.

GenFuel bulk refuelable hydrogen offers one-stop shopping for fueling for routine service, emergency service or disaster recovery models. The integrated solution is a highly reliable, clean, cost-effective solution for 24x7 operations.



## LOWER COSTS

### Reduce capital cost & total cost of ownership.

As part of the integrated solution, GenSure fuel cells provide an economically viable power solution designed to minimize site footprint and corresponding monthly lease payments while also lowering operations budgets through simplified maintenance.

- 2.5kW - up to 33% savings on initial capital cost over generator
- 5kW - up to 18% savings on initial capital cost over generator

Reduced footprint means up to 87% lower ground space lease payments as compared to a non-integrated shelter solution.

## COMPONENT FLEXIBILITY

### Allow the customer to own the solution.

Select the components that are best for each network. With the Integrated Outside Plant solution, Plug Power gives customers the ability to configure their complete DC plant (AC entry, rectifiers and batteries), GenSure fuel cell backup power and customer-provided communications equipment to meet site demands. It's about changing the way the outside plant is deployed so that it makes sense for each network.

## SPEED OF DEPLOYMENT

### Reduce installation costs and improve the experience.

#### Simplified installation.

One crew. One visit. One pad. The GenSure Integrated Outside Plant solution minimizes site prep, construction time and return visits.

### Reduce on-site backup power integration.

The integrated cabinet eliminates the trenching and conduit installation required for traditional connections from communications shelter to power solution, minimizing installation time.



## PROVEN

### GenSure offers proven performance.

The GenSure fuel cell product line was developed with the high-reliability needs of the communications market in mind. Years of field operation tracking by outside agencies has verified reliability at 99.6%, comparing favorably to diesel generators, which typically see reliability of up to 88%.

## SAFE, CONVENIENT FUEL

### GenFuel hydrogen supply offers “peace of mind” refueling.

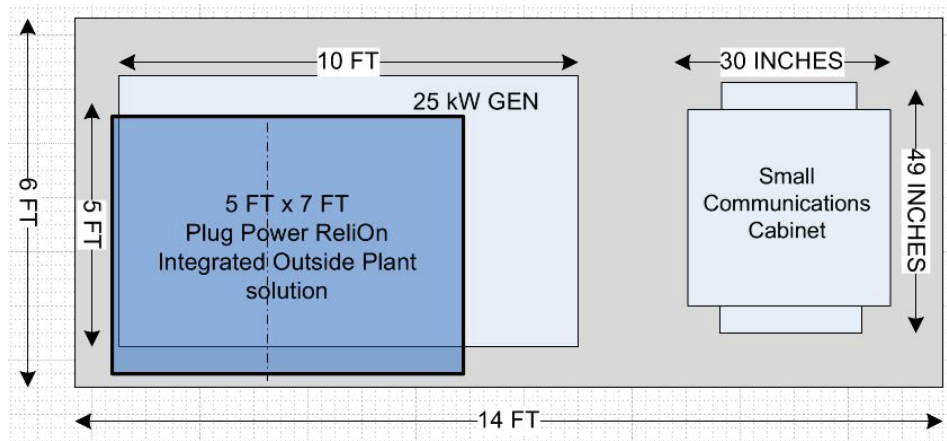
Plug Power's GenFuel hydrogen cabinets enable customers to house hydrogen fuel on site, maintaining a constant fuel supply as needed for GenSure fuel cell systems. With GenFuel, the customer only needs to place a call. Plug Power makes sure fuel is delivered, whether for routine service, emergency service or disaster recovery models.



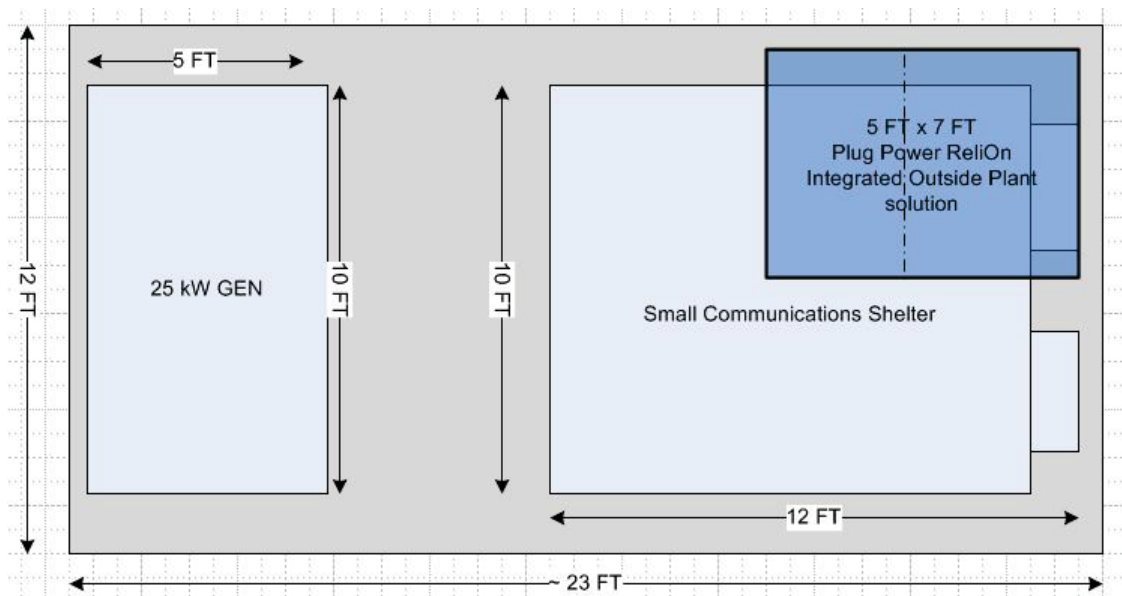
## ZERO-EMISSIONS PERFORMANCE

### GenSure fuel cells contribute to many well-planned corporate sustainability programs.

Clean, zero-emissions operation means not having to address fuel spill containment and air quality reporting requirements. Low heat and noise allow for placement in environmentally-sensitive locations including neighborhoods and national parks.



Up to 58% footprint savings using Plug Power's GenSure Integrated Outside Plant solution compared to a small communications cabinet and combustion generator. Versus a small communications shelter and the same combustion generator, 87% footprint savings.



## IT COMES DOWN TO THIS. SIMPLICITY THROUGH INTEGRATION PROVIDES SAVINGS.

It's time to take another look at hydrogen fuel cells for stationary power, because reliable power is about solutions that make sense economically, operationally and environmentally.

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